



Business Update Presentation

19TH OCTOBER 2020

ASX:ONE

ONEVIEW HEALTHCARE PLC | ABRN 610 611 768



Important Notice

This presentation is dated 19th October 2020 and has been prepared by Oneview Healthcare PLC (the **Company** or **Oneview**) (**Presentation**).

Summary Information

This Presentation contains summary information about the Company and its industry. The information in this Presentation is general background information and does not purport to be complete. It should be read in conjunction with Oneview's most recent financial report and Oneview's other periodic and continuous disclosure information lodged with the Australian Securities Exchange (ASX), which is available at www.asx.com.au.

No attempt has been made to independently verify the information contained in this Presentation. The content of this Presentation is provided as at the date of this Presentation (unless otherwise stated). Reliance should not be placed on information or opinions contained in this Presentation and, subject only to any legal obligation to do so, Oneview does not have any obligation to correct or update the content of this Presentation.

Certain market and industry data used in this Presentation may have been obtained from research, surveys or studies conducted by third parties, including industry or general publications. Neither Oneview nor its representatives have independently verified any such market or industry data provided by third parties or industry or general publications.

Not financial product advice or offer

This Presentation does not and does not purport to contain all information necessary to make an investment decision, is not intended as investment or financial advice (nor tax, accounting or legal advice), must not be relied upon as such and does not and will not form any part of any contract or commitment for the acquisition of new CDIs. Any decision to buy or sell securities or other products should be made only after seeking appropriate financial advice. This Presentation is of a general nature and does not take into consideration the investment objectives, financial situation or particular needs of any particular investor.

Any investment decision should be made solely on the basis of your own enquiries. Before making an investment in Oneview, you should consider whether such an investment is appropriate to your particular investment objectives, financial situation or needs. Oneview is not licensed to provide financial product advice in respect of its shares.

This Presentation is for information purposes only and is not a prospectus, pathfinder document, product disclosure statement, disclosure document or other offer document under Australian law or any other law, and will not be lodged with the Australian Securities and Investments Commission or any other foreign regulator.

Financial Information

All financial information in this Presentation are in Euros unless otherwise specified. All references starting with FY refer to the financial period ended 31 December.

This Presentation has been prepared in accordance with International Financial Reporting Standards. The pro-forma historical financial information provided in this Presentation is for illustrative purposes only and is not represented as being indicative of the Company's views on its, nor anyone else's, future financial position and/or performance. A number of figures, amounts, percentages, estimates, calculations of value and fractions in this Presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in this Presentation.

Past Performance

Past performance information given in this document is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance. Actual results could differ materially from those referred to in this document.

Future performance and forward-looking statements

This Presentation contains certain forward-looking or hypothetical statements. The words "expect", "anticipate", "estimate", "intend", "believe", "guidance", "should", "could", "may", "will", "predict", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Forward-looking statements, opinions and estimates provided in this Presentation are based on assumptions and contingencies that are subject to change without notice and involve known and unknown risks and uncertainties and other factors that are beyond the control of Oneview, its directors and management. This includes statements about market and industry trends, which are based on interpretations of current market conditions.

Forward-looking statements are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. Actual results, performance or achievements may differ materially from those expressed or implied in such statements and any projections and assumptions on which these statements are based. Readers are cautioned not to place undue reliance on forward-looking statements and except as required by law or regulation, none of Oneview, its representatives or advisers assumes any obligation to update these forward-looking statements. No representation or warranty, express or implied, is made as to the accuracy, likelihood of achievement or reasonableness of any forecasts, prospects, returns or statements in relation to future matters contained in this Presentation. The forward-looking statements are based on information available to Oneview as at the date of this Presentation. Except as required by law or regulation (including the ASX Listing Rules), none of Oneview, its representatives or advisers undertakes any obligation to provide any additional or updated information whether as a result of a change in expectations or assumptions, new information, future events or results or otherwise. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements.

Investment highlights

1. **Recurring revenue growth:** subscription software model with multi-year contracts and strong annual recurring revenue growth, live beds up 30% YoY¹
2. **Cloud transformational:** Move to full SaaS platform is expected to shorten sales/implementation cycles and reduce total cost of ownership (TCO) for customers by approx. 30%
3. **Expansion potential:** Set-top-box compatible with legacy coaxial TV anticipated in Q1 2021 is expected to unlock approximately 6,000 potential beds with existing customers
4. **Cost management:** strategic reorganization and salary sacrifice initiatives budgeted to reduce operating costs by ~24% in 2021 versus 2020 to €10.4m
5. **Revenue outlook:** Based on positive feedback from existing and prospective customers, management expects 2021 revenues to maintain the positive momentum enjoyed in H2 2020 and be broadly in line with budgeted operating expenses of €10.4m for FY 2021
6. **Market opportunity:** COVID-19 has demonstrated the need for new virtual models of care highlighting the importance of bedside technology

Background

- Founded in 2008 and listed in 2016, Oneview Healthcare (ONE) is a technology company digitizing the point of care to improve the care experience
- Now singularly focused on healthcare with our Care Experience Platform
- Track record of success with leading hospitals in four continents including 3 of the top 20 US hospitals
- Currently focused on US and Australian hospital markets
- 8,917 beds live globally with an additional 2,679 contracted not yet installed¹



H1 2020 highlights

30%

YoY growth in live beds to 8,917 beds

21%

YoY growth in recurring revenue

40-50%

Revenue growth expected H1 2020 to H2 2020¹

30%

YoY decrease in operating expenses expected 2020 vs 2019

70%

Gross profit margin

58

Hospitals live or contracted with Oneview

49%

of Oneview live beds in the US, making it our biggest market

3

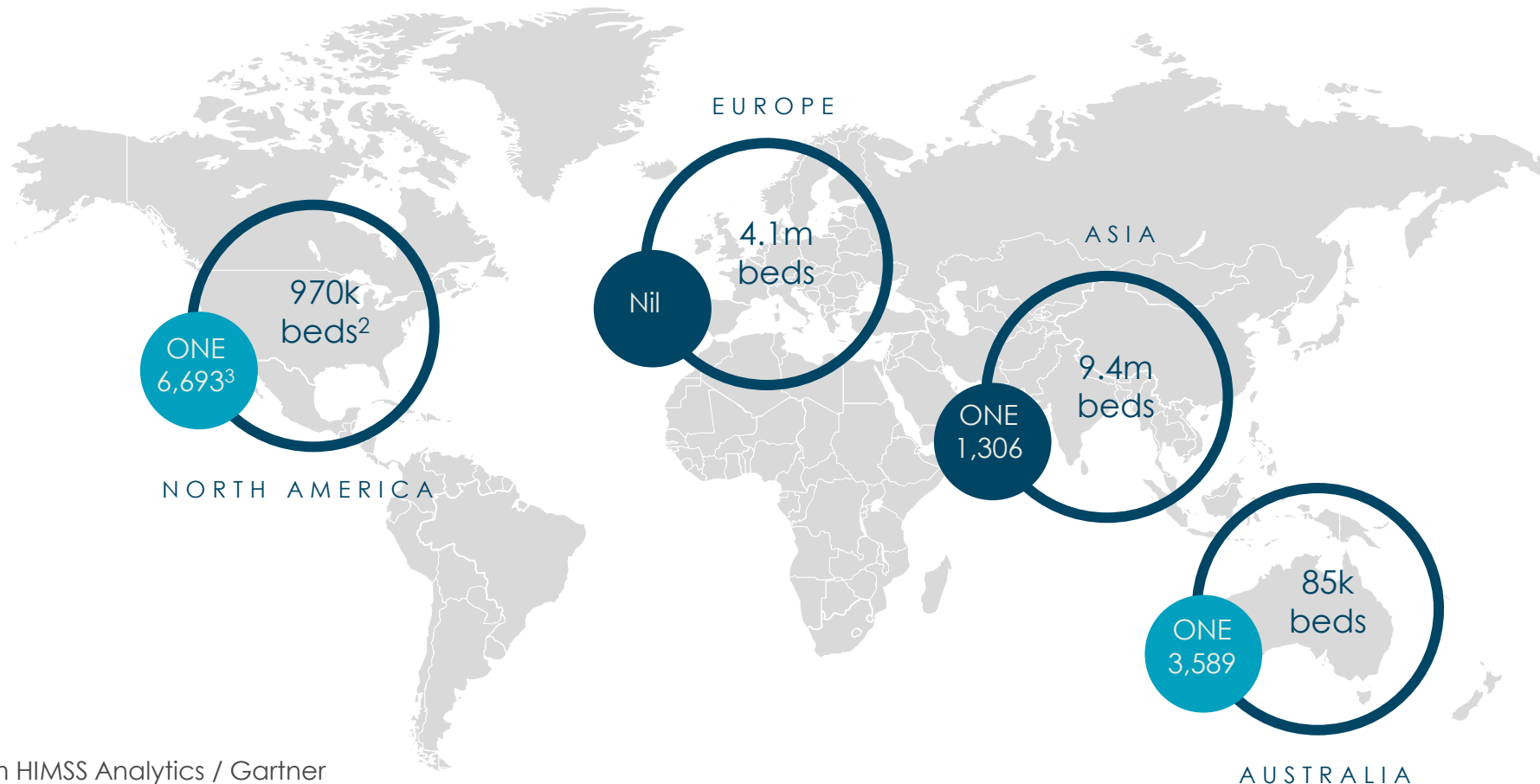


of the top 20 US hospitals are live with Oneview

Data as at 30th Sep 2020

Market opportunity

Significant opportunity in target markets, with global demand creating market entry potential.
Market penetration estimated at around 20%¹ in the US market



¹ Data from HIMSS Analytics / Gartner

² Data from CIA World Factbook

³ Data as at 30th September 2020

Our business model

Subscription software with multi-year contracts and strong “stickiness” means high customer lifetime value

- Recurring revenue from software usage with 80% gross margin
- OEM purpose-built hardware solutions developed over last 12 months expected to deliver growth in 2021
- Expand annual contract value with healthcare enterprises through additional beds and up-selling Oneview & partner solutions
- Multi-year contracts (3-5 years)

COVID-19

COVID-19 has demonstrated the need for new virtual models of care highlighting the importance of bedside technology and Oneview's value proposition



CUSTOMER NEEDS

Needed reliable video at the bedside

Oneview staff unable to go on-site

Unable to deploy on-prem software updates

Needed an entirely remotely managed solution

RESPONDING

Formed a cross-functional team to deliver a "slice" of the Oneview platform in the cloud

Product launched in 2 weeks, and deployed at NYU to positive feedback

Hardware provisioning outsourced to supply-chain partner

ACCELERATING

Demonstrated the power of cloud to enable agility and reduce the overhead of implementation and operation

Management have validated pent-up demand for cloud-hosted patient experience platforms with existing and prospective enterprise customers

What problems are we solving?



Patients expect more...

- Patients bring consumer expectations to their healthcare encounters, but their experience is often underwhelming
- Often, the only “technology” for patients is the TV and nurse call button
- While the rest of the world – and the hospital – is rapidly digitizing, patient rooms are stuck in time



Clinicians are stretched...

- Clinicians are stretched, and burn-out and attrition are expensive problems
- Lack of digitization means tasks that could be automated remain manual for nurses
- Too often, technology solutions add rather than remove friction: like managing devices



Executives need to do more with less...

- Healthcare systems are under financial pressure
- Disparate systems with single-use hardware add cost and complexity
- COVID-19 has highlighted the value proposition of bedside technology, but solutions need to be simple

The solution

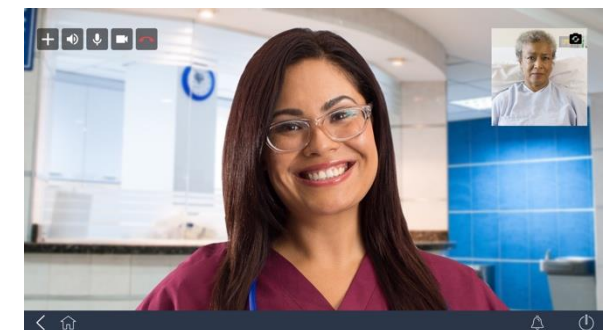
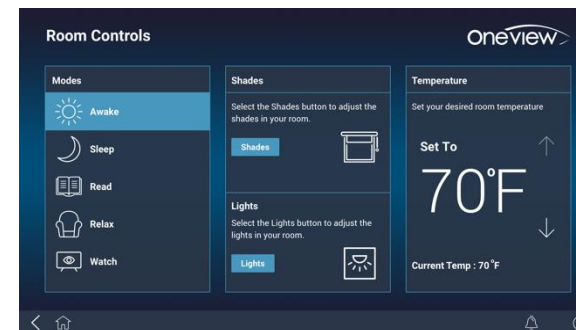
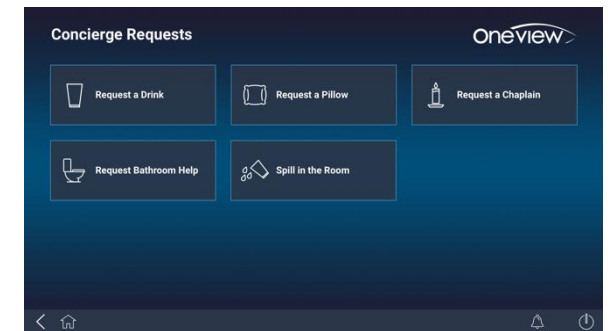
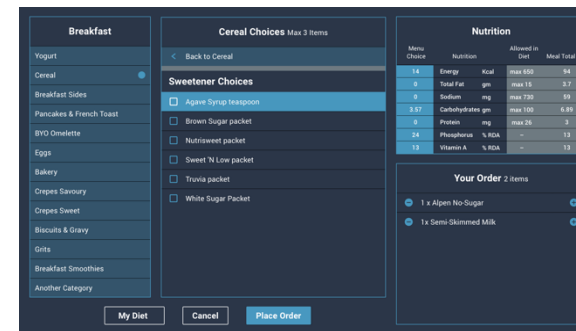
- ✓ **more control** for patients and families
- ✓ **more time** for care teams
- ✓ **less complexity** for hospital leadership

The patient's view

Digital tools to **enable patients and families** to control their experience and participate in care, **deliver virtual care** at the bedside, and collect feedback to **manage patient experience**



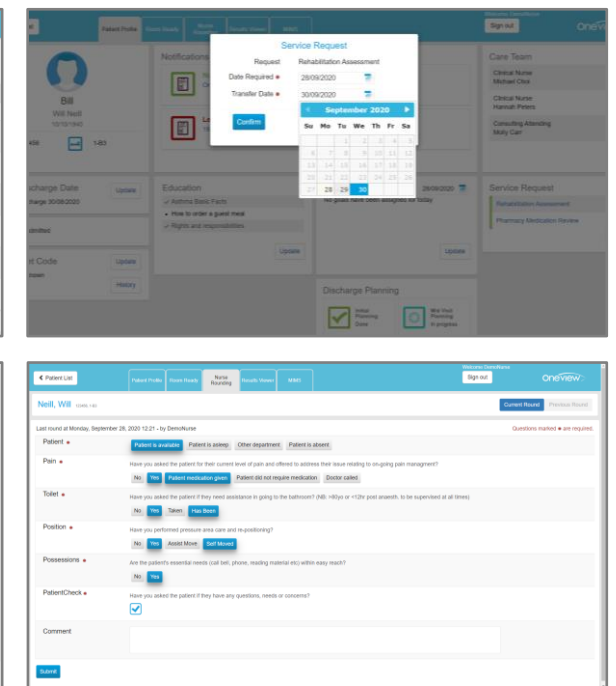
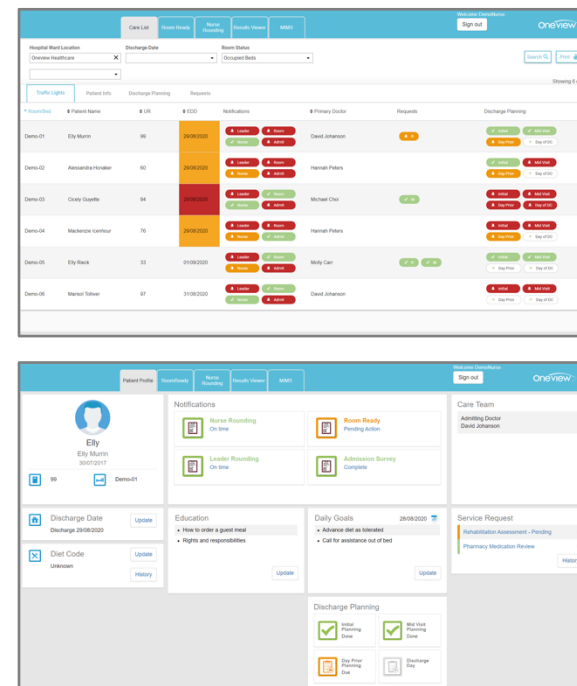
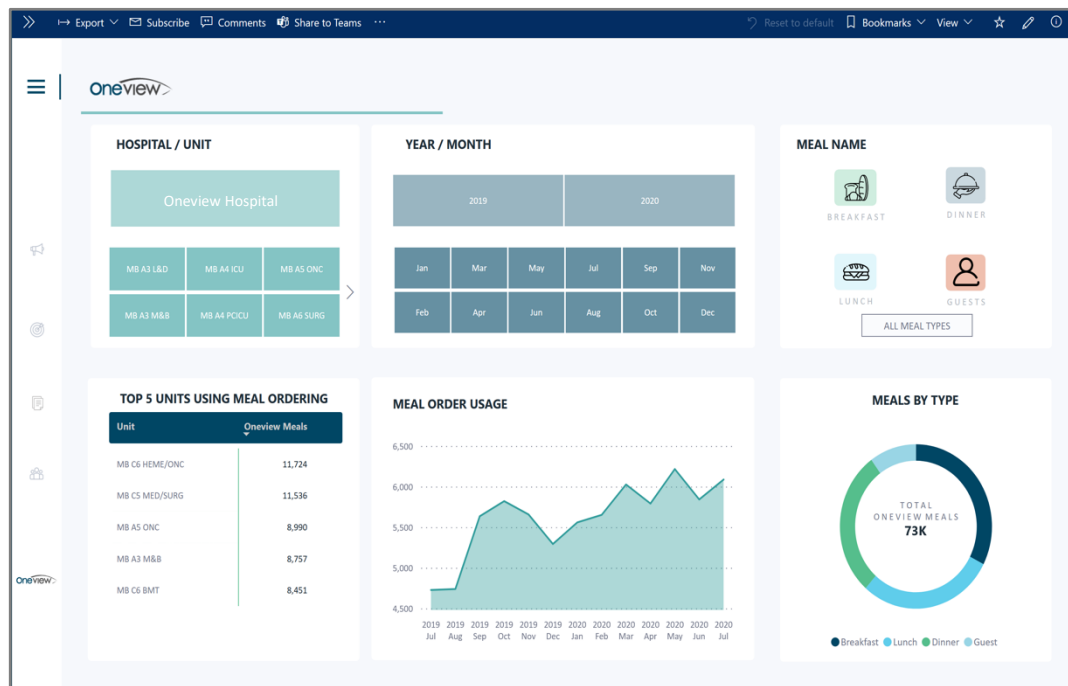
Personalized for patients



Engaging, informing and connecting

The care teams' view

Digital tools for care teams to **optimize patient flow** and **manage patient experience**

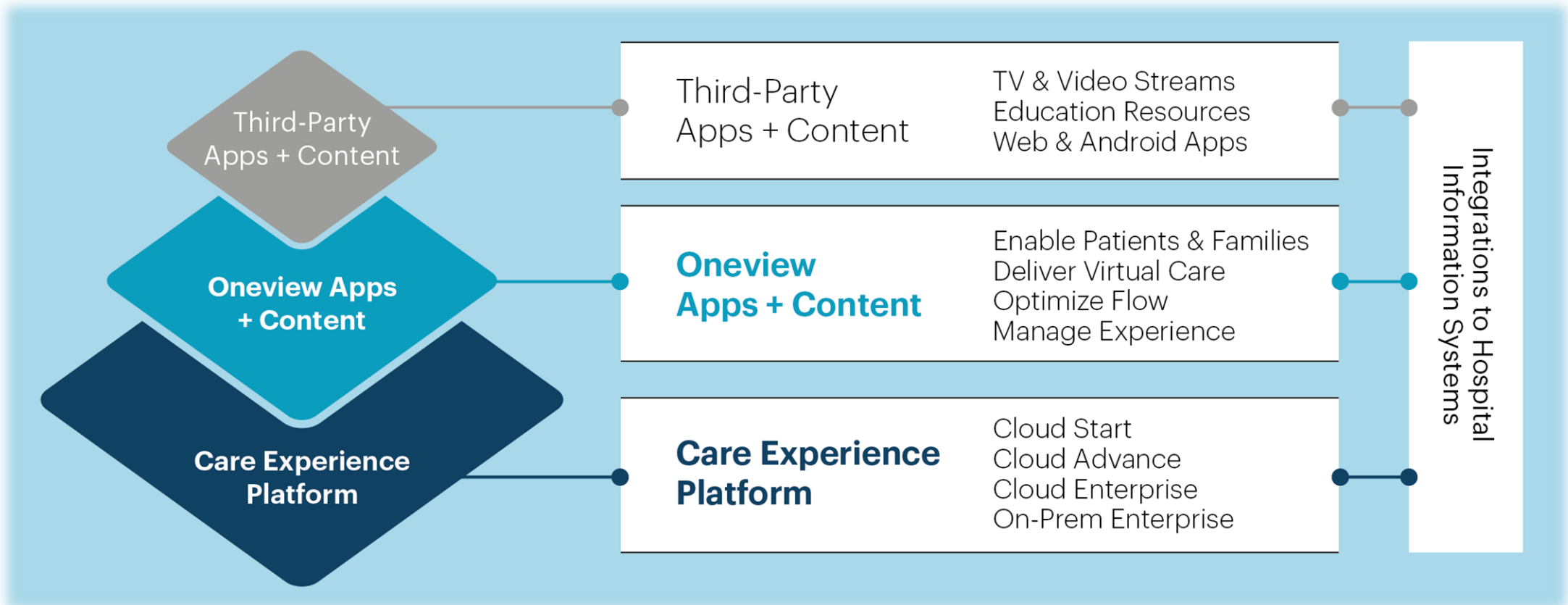


Self-service operational insight

Driving care team workflow

The Oneview digital platform

Oneview's secure, flexible and scalable platform is the digital infrastructure for content, apps and services at the point of care. Our new cloud tiers enable customers to benefit from faster, easier and lower-cost implementation and operation



Cloud deployment

Cloud deployment is expected to make it **faster, easier and lower-cost** to implement and operate Oneview's Care Experience Platform, providing **competitive advantage**

- We're accelerating our cloud migration: full SaaS platform planned end Q1 2021
- Expecting TCO reduction of approx. 30% based on customer analysis
- Already seeing evidence of reduction in time of sales and implementation cycles
- Competitive advantage: first enterprise SaaS platform



Purpose-built hardware

Our purpose-built Android™ hardware, designed for the hospital and delivered by OEM partners, provides the flexibility for different points of care, customer needs and budgets

- Moved from off-the-shelf Windows hardware to purpose-built Android hardware
- 60-70% lower cost to customer
- Customers procure directly from Oneview making hardware revenue more predictable
- Hybrid Android STB (planned availability Q1 2021) will support both IPTV and legacy coax infrastructure, unlocking market opportunity with current and prospective customers



SOCIAL MOBILE All-in-One (AIO)
SIMPLIFYING ENTERPRISE



WETEK Set Top Box (STB)



Why we're different

Enterprise success with leading healthcare systems across four continents

- Cloud deployment: customers can benefit from bedside technology in weeks not months
- Access to the Android app eco-system, with partnerships to offer end-to-end solutions and services on the Oneview platform
- Built for the enterprise, with modular solutions that can be switched on/off at an enterprise- or hospital-level
- Purpose-built, cost-effective Android hardware: IEC60601/GMS certified AIO, and hybrid set-top-box supporting IPTV and legacy coax infrastructure
- Cloud-based data platform for near-time analytics and self-service dashboards

Partnering with leading hospitals



Operational at leading hospitals across the globe, including 3 of the top 20 US hospitals, as rated by US News. From the newest, most technologically advanced hospitals to the oldest, most challenging facilities, we've delivered solutions

US CUSTOMERS



AUSTRALIA & REST OF WORLD CUSTOMERS



Proactive management

Strategic decisions and pro-active cost-management have positioned us for sustainable growth with a highly-focused, experienced team

Product & Technology	<ul style="list-style-type: none">• Refocused on core revenue-generating product• Refreshed leadership in technology driving greater productivity• Kyiv office giving access to broader talent pool• Moving to full SaaS model
Streamlined Leadership	<ul style="list-style-type: none">• Founder Mark McCloskey retiring from full-time role
Operating Costs	<ul style="list-style-type: none">• Restructured to streamline operations with headcount down 55% from 2018• Overall operating expenses down by 30% in 2020 with further savings of 24% budgeted for 2021 to €10.4m• 10-33% salary sacrifice initiatives until December 2021

Experienced board

An experienced board of healthcare and finance experts



James Fitter
CEO

James has been CEO of Oneview since January 2013, helping transition what was then a 10 person start-up into a publicly traded company in just over 3 years. Prior to this, James enjoyed a highly successful 25 year career as a fund manager and financial services executive, living and working on 4 continents.



Mark McCloskey*
President & Founder

Mark has over 20 years experience in senior roles within the communications and technology sector, including East Telecom, Easycash and Royal Bank of Scotland.



Michael Kaminski
Chairman

Michael has been a senior executive for over 20 years and is currently CEO LINET Americas. Prior to this, he was CEO of Landauer Inc, CEO for Stereotaxis and held several sales and marketing roles with Hill-Rom.



Joseph Rooney
Non-Exec Director

Joe joined the Oneview Board in early 2016. He is in charge of the Clongowes Wood College Foundation in Ireland. Until the end of 2012 Joe was a partner and the global strategist at Autonomy Capital Research LLP, a global macro hedge fund. Prior to Autonomy Capital, Joe was a Managing Director of Lehman Brothers Inc, where he held a number of positions including the Head of Global Strategy.



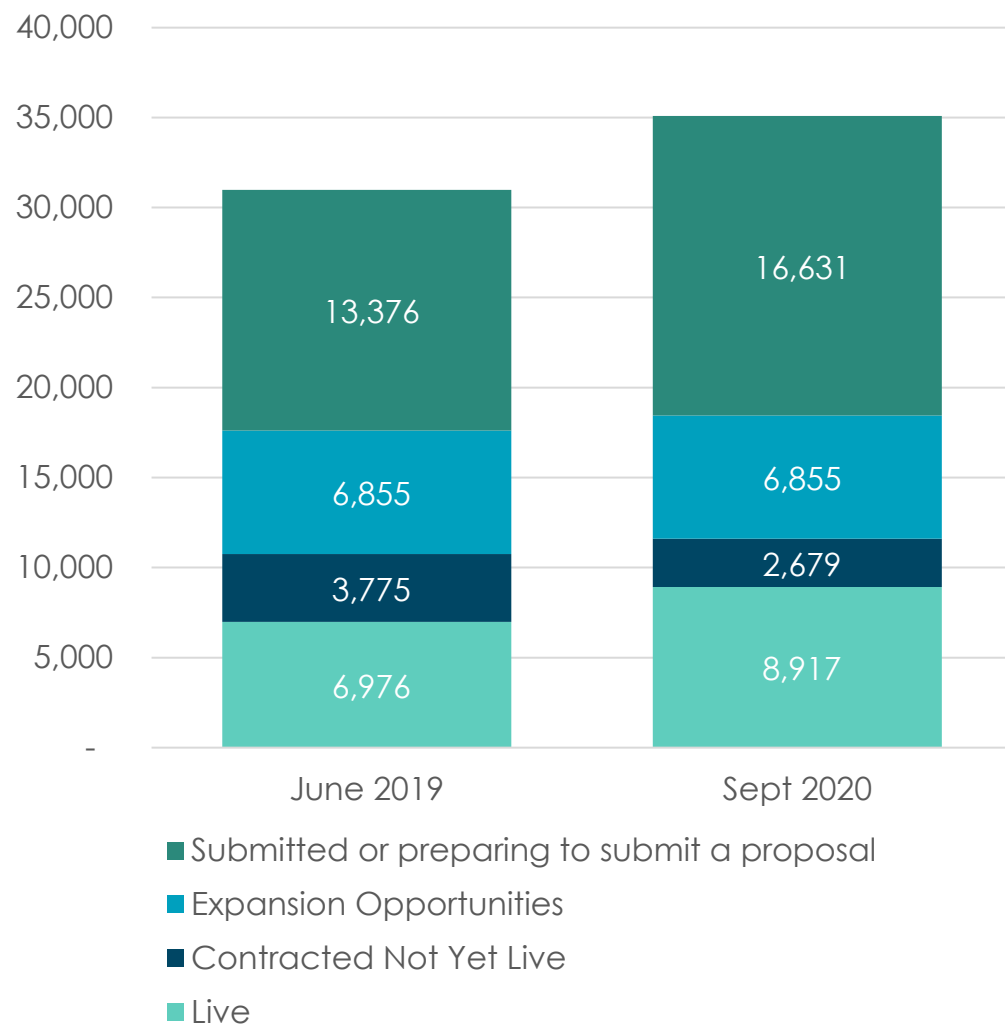
Dr Lyle Berkowitz
Non-Exec Director

Lyle is a physician, hospital executive, entrepreneur and consultant with over 20 years of experience in healthcare technology companies. Previous roles have included Director of Innovation for Northwestern Medicine, founder and Chairman of healthfinch and Chief Medical Officer of MDLIVE.

Outlook

Product & partnerships	<ul style="list-style-type: none">• Full SaaS platform anticipated end Q1 2021• Hybrid Android STB anticipated availability Q1 2021, enabling support for legacy coax infrastructure• Caregility partnership enables delivery of end-to-end telehealth solution• Enhanced Sales and Marketing capabilities scheduled in Q1 2021 for launch of full SaaS solution
Market	<ul style="list-style-type: none">• COVID-19 has demonstrated the need for new virtual models of care highlighting the importance of bedside technology• Increased demand for cloud as healthcare systems look to rationalize and reduce costs
Customer expansions & extensions	<ul style="list-style-type: none">• NYU Enterprise-wide deployment planned for all 2,600 beds in 2021 and early 2022• Signed upgrade to Android and 3-year contract extension with Westmead Children's Hospital• Received expansion order from Epworth Eastern for their new tower in Box Hill
New business	<ul style="list-style-type: none">• Selected for Oklahoma University Hospital in July (213 bed deployment in progress)• New CASB project of 143 beds for NSW Health• Network effect of successful NYU Langone Cloud deployment driving new sales opportunities in New York market

Operating metrics



Data as at 30th September 2020

¹ based on current average pricing per bed

51
Opportunities
in CRM

€8.2m
ARR
opportunity¹

- **Significant YOY growth in Live Beds** - Hardware supply chain impacts (now resolved) due to COVID-19 also affected contract conversion and sales opportunities
- Installation schedule delayed by COVID-19 in Q2 and Q3
- **High-quality pipeline of opportunities** in the US and Australian markets - aided by the network effect of positive customer feedback
- **Transition to Cloud already showing signs of shortening sales-cycle** with potential customers



Unifying the care experience.